



**ENERGIZE**  
**DELAWARE**<sup>®</sup>  
SUSTAINABLE ENERGY UTILITY

# **Jobs and Performance Contracting**

## **Energy Services Coalition Conference**

September 14, 2022

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West Palm Beach, Florida

**Job Creation through Tracking  
Five Performance Contracts  
by the  
Delaware Sustainable Energy Utility — DESEU**

**Dr. Anthony J. DePrima**

**Dr. Athena Bi**

## **Who Is the DESEU?**

The Energize Delaware is a nonprofit organization created by the State of Delaware to foster a sustainable energy future through conservation, efficiencies and renewable energy solutions.

# How Does DESEU Fund Performance Contracting?

• Bond Financing	\$ 86,085,000
• Tax-Exempt Master Lease Financing	\$ 14,676,555
• Direct Loans	\$ 9,967,289
<b>Total</b>	<b>\$110,728,844</b>

# Why Job Tracking?

Economic Impact Case for Guaranteed  
Performance Contracting


# How Did We Track Jobs?

- Created an Excel Tracking Spread Sheet
- Required its use by ESCO's Contracts
- Good Cooperation from ESCO's

# What Does It Track

- ESCO and Subcontractor Job Hours
- Subcontractors in Delaware v. Outside
- 35 Job Categories
- 4 Job Groups: Design, Management, Construction, M&V
- Quarterly Reporting

# Summary

2	 <p>Delaware Sustainable Energy Utility www.energizedelaware.org</p>	<b>JOB HOURS REPORT FORM</b>				<b>PROJECT DETAILS</b>	
3		This is a template for ESCOs to report their job creation results through the implementation and operation of energy projects funded by the Delaware Sustainable Energy Utility (DESEU). Please provide a total number of job hours done				Project Name: Indian River School District	
4						Total Cost: \$ 6,843,668	
5						Period: 1/1/2019 - WIP	
6						Location: IRSD Schools	
7							
8							
9	Below this row will be calculated automatically based on input data in other tabs. Please do not modify.						
10		Year	2019				
11		Project Total	2019 Total	2019 Q1	2019 Q2	2019 Q3	2019 Q4
12	<b>Job Category</b>	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours
13	<b>TOTAL</b>	15834.75	1547	157	954	422	14
14	<b>Design &amp; Administration</b>	483	72	36	36	0	0
15	Accounting	140	24	12	12	0	0
16	General administration	48	48	24	24	0	0
17	Legal/contract administration	0	0	0	0	0	0
18	Project design/development	295	0	0	0	0	0
21	<b>Management</b>	3211.5	110.5	50	60.5	0	0
23	Project management	1701.5	110.5	50	60.5	0	0
24	Quality control	1510	0	0	0	0	0
27	<b>Construction</b>	11566.25	1292.5	35	821.5	422	14
28	Boiler	0	0	0	0	0	0
29	Building Automation System Controls	2413	30	15	15	0	0
30	Building envelop	733.25	0	0	0	0	0
33	Electrician	7291	133.5	0	133.5	0	0
38	Pipefitter	286.5	286.5	8	154	110.5	14
39	Plumbing	617.5	617.5	8	298	311.5	0
40	Roofing	0	0	0	0	0	0
41	Site supervisor	225	225	4	221	0	0
48	<b>Measurement &amp; Verification</b>	574	72	36	36	0	0
49	Commissioning	0	0	0	0	0	0
50	M&V analysis	574	72	36	36	0	0
52	<b>Other</b>	0	0	0	0	0	0
53	Environmental impact analysis	0	0	0	0	0	0





## JOB HOURS REPORT FORM

## CONTACT PERSON

Company Name: NORESKO, LLC  
 Company Address: 1 Research Dr. Suite 400C Westborough, MA 01581  
 Delaware Firm?: No  
 Unionized?: No  
 Types of Sub-Contractor(s): ESCO, subcontracting electrical

Name: Richard Howley Jr.  
 Phone: (857) 406-1812  
 E-mail: [RHowley@noresko.com](mailto:RHowley@noresko.com)  
 Date updated: 3/1/2022

Year	2020					2021					
Project Total	2020 Total	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Total	2021 Q1	2021 Q2	2021 Q3	2021 Q4	
Job Category	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	
<b>TOTAL</b>	3735.25	836	0	0	318.25	517.75	2899.25	795.5	736	860.5	507.25
<b>Design &amp; Administration</b>	1028	298.75	0	0	175.25	123.5	729.25	244	121	218.5	145.75
Accounting	0	0					0				
General administration	228.25	56.25			22.25	34	172	43	43.5	37.5	48
Legal/contract administration	134.75	58.5			32.5	26	76.25	18	25.5	17	15.75
Project design/development	119	92			88.5	3.5	27	10	1	11	5
Purchasing agent	0	0					0				
Utility analysis	546	92			32	60	454	173	51	153	77
<b>Management</b>	2445.5	515	0	0	137	378	1930.5	524.5	571	563	272
Estimator	0	0					0				
Project management	2445.5	515			137	378	1930.5	524.5	571	563	272
Quality control	0	0					0				
Safety/risk management	0	0					0				
Warranty management	0	0					0				
<b>Construction</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Measurement &amp; Verification</b>	261.75	22.25	0	0	6	16.25	239.5	27	44	79	89.5
Commissioning	40.5	0					40.5		22	13	5.5
M&V analysis	212.25	22.25			6	16.25	190	27	13	66	84
Testing & balance	9	0					9		9		
<b>Other</b>	0	0	0	0	0	0	0	0	0	0	0
Environmental impact analysis	0	0					0				

# Subcontractor

## JOB HOURS REPORT FORM

## CONTACT PERSON

Delaware  
Sustainable  
Energy Utility



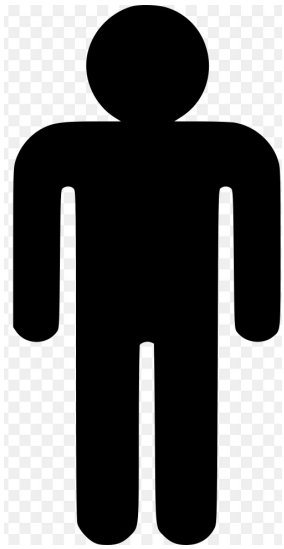
www.energizedelaware.org

Company Name: GreenTech Energy Services Inc.  
 Company Address: 122 Kings Highway, Suite 503 Maple Shade, NJ 08052  
 Delaware Firm?: No  
 Unionized?: No  
 Job Start Date: 11/23/2020

Name: Dennis Tuanmo  
 Phone: (704) 906-6581  
 E-mail: [Dtuanmo@greentechenergy.com](mailto:Dtuanmo@greentechenergy.com)  
 Date updated: 3/1/2022

Job Category	Year	2020					2021				
	Project Total	2020 Total	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Total	2021 Q1	2021 Q2	2021 Q3	2021 Q4
	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours	# of Job Hours
<b>TOTAL</b>	4301.5	184	0	0	0	184	4117.5	225	2314.5	1509	69
<b>Design &amp; Administration</b>	170	20	0	0	0	20	150	48	71	22	9
Accounting	0	0					0				
General administration	72	14				14	58	14	20	16	8
Legal/contract administration	0	0					0				
Project design/development	0	0					0				
Purchasing agent	98	6				6	92	34	51	6	1
Utility analysis	0	0					0				
<b>Management</b>	1490	164	0	0	0	164	1326	146	828	310	42
Estimator	0	0					0				
Project management	1490	164				164	1326	146	828	310	42
Quality control	0	0					0				
Safety/risk management	0	0					0				
Warranty management	0	0					0				
<b>Construction</b>	2641.5	0	0	0	0	0	2641.5	31	1415.5	1177	18
Electrician	0	0					0				
Insulation	0	0					0				
Landscape	0	0					0				
Lighting	2338	0					2338	16	1206	1100	16
Other (crane, refuse)	303.5	0					303.5	15	209.5	77	2
<b>Measurement &amp; Verification</b>	0	0	0	0	0	0	0	0	0	0	0
Commissioning	0	0					0				
M&V analysis	0	0					0				
Testing & balance	0	0					0				
<b>Other</b>	0	0	0	0	0	0	0	0	0	0	0
Environmental impact analysis	0	0					0				

## Job Hours to FTEs



**A Full-Time Equivalent is the same as full-time job where an employee works 130 hours a month for a full year.**



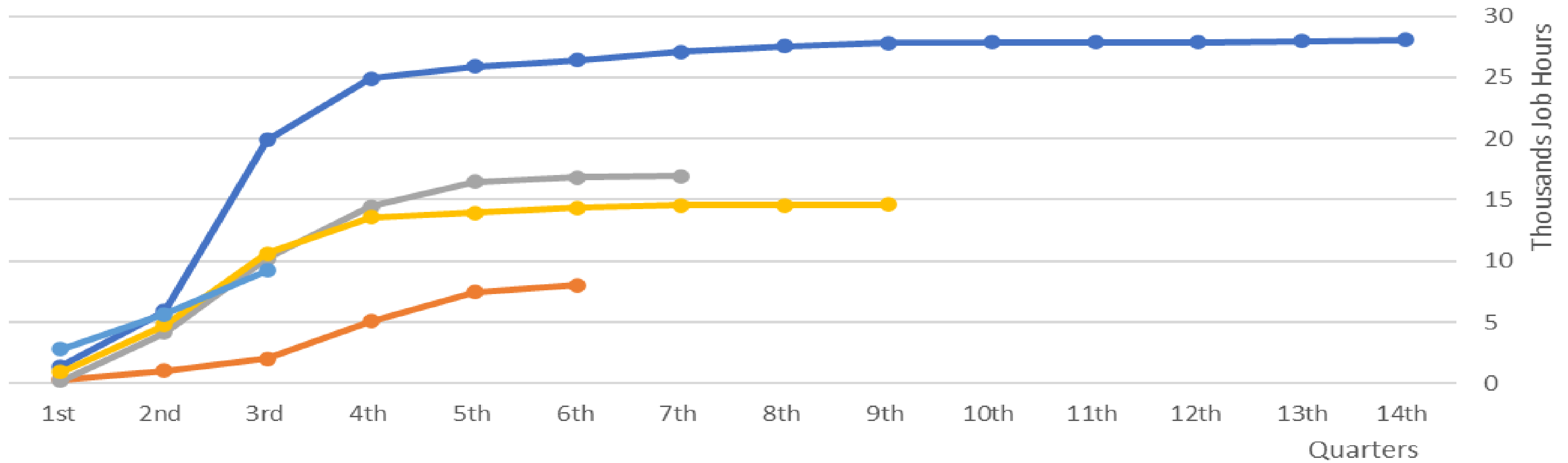
**= 1560 hours**

We used the FTE definition of IRS. <https://www.irs.gov/affordable-care-act/employers/identifying-full-time-employees>

# The Tracked Reports

<b>ESPC Project Name</b>	<b>Total Cost</b>	<b>Contract Period</b>
<b>DHSS (Phase I&amp;II)</b>	<b>\$15,586,547</b>	<b>2018-2021</b>
<b>Colonial School District</b>	<b>\$7,675,000</b>	<b>2017-2020</b>
<b>Indiana River School District</b>	<b>\$6,843,668</b>	<b>2018-2020</b>
<b>DOC</b>	<b>\$3,161,003</b>	<b>2020-2021</b>

### ESPC Job Hours Across 5 Reported Projects



Colonial School District \$7,675,000

DOC \$3,161,003

Indiana River School District \$6,843,668

DHSS \$4,070,995

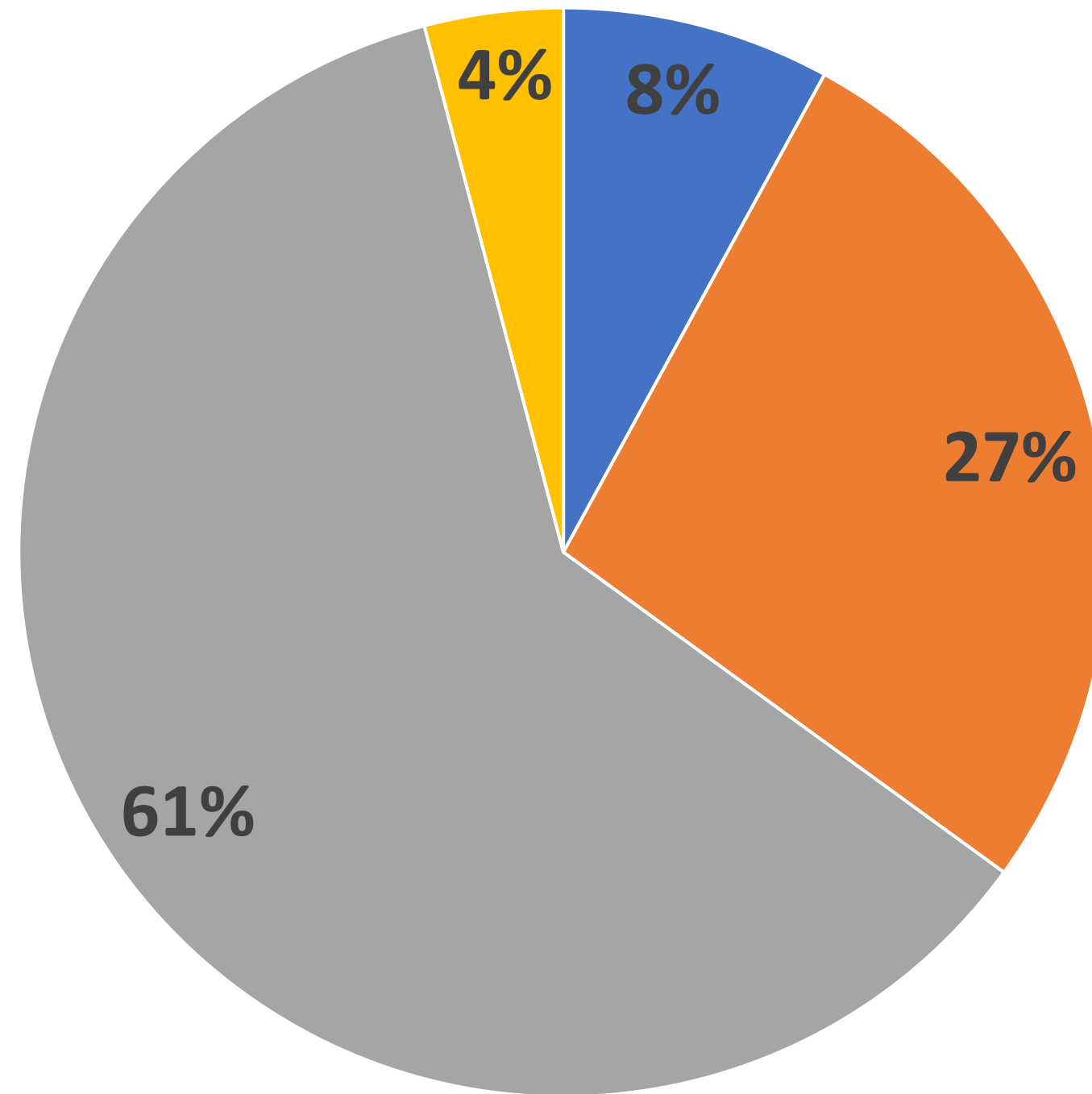
DHSS Phase 2 \$11,515,552

# Summary Finding

<b>Job Category</b>	<b>Job Hours</b>	<b>FTEs<sup>1</sup></b>
<b>Construction</b>	<b>38,217</b>	<b>24.5</b>
<b>Management</b>	<b>16,974</b>	<b>10.9</b>
<b>Design &amp; Administration</b>	<b>4997</b>	<b>3.2</b>
<b>Measurement &amp; Verification</b>	<b>258</b>	<b>1.7</b>
<b>Total</b>	<b>62,770</b>	<b>40.2</b>

# Jobs Hours By Category

- Design & Administration
- Management
- Construction
- Measurement & Verification



# Jobs Created Per \$1M Invested

Project Name	FTEs/Million Dollars
Colonial School District	<b>27.27</b>
DHSS (Phase I&II)	<b>4.92</b>
DOC	<b>4.85</b>
Indian River Schools	<b>7.42</b>
Average	<b>10.58</b>

The kind of ECMs in the scope of work directly impacts the number of FTEs/\$1M.

- Labor Intensive ECMs e.g., lighting retrofit, domestic water fixture.
- Capital Intensive ECMs e.g., boiler replacement, Rooftop Solar power array.



# Top 10 Trades

Trade	Job Hours	All In State	% of Total Job Hours
Electrician	31,082	All In State	40%
Project Management	17,793.5		23%
Building Automation System Controls	4,598		6%
Quality Control	4,573		6%
Pipefitter	3,397.5		4%
M&V Analysis	2,701.75		4%
Lighting	2,338		3%
Accounting	2,301.5		3%
General Administration	1,677.25		2%
Building Envelop	1,448.75		2%

# Job Created By Subcontractors

Project Name	Number of Subcontractors	% Subcontractors In State	% Job Hours In State
<b>DHSS Phase I&amp;II</b>	<b>8</b>	<b>88%</b>	<b>98.42%</b>
<b>Colonial School District</b>	<b>3</b>	<b>66%</b>	<b>99.96%</b>
<b>Indiana School District</b>	<b>7</b>	<b>86%</b>	<b>98.77%</b>
<b>DOC</b>	<b>1</b>	<b>100%</b>	<b>82.03%</b>
<b>Across All Projects</b>	<b>19</b>	<b>79%</b>	<b>98.67%</b>

# Where Do I Get it?



OUR STORY MEMBERS CHAPTERS

## Program in a Box: How to Design a GESPC Program

### Jobs Calculator

- [Job Calculator](#) .xlxs (Developed by the Delaware Sustainable Energy Utility in consultation with the ESC)

<https://www.energyservicescoalition.org/design-a-gespc-program>

**Thank You  
And  
Questions??**